



FY 2012 Results

Conference Call with Analysts

Q4 2012 Results

Summary of Consolidated Income Statement

€ Million	Q4 12	% sales	Q4 11	% sales	% 12/11
Sales	344.0	100%	309.5	100%	11.2%
EBITDA	43.0	12.5%	34.5	11.1%	24.8%
D&A	(22.2)	6.5%	(19.3)	6.2%	14.9%
EBIT	20.8	6.0%	15.1	4.9%	37.3%
Financial charges	0.3	0.1%	(7.6)	2.5%	-103.3%
Taxes	7.7	2.2%	4.9	1.6%	56.5%
<i>Tax rate</i>	36.6%		65.6%		
Net Result	28.8	8.4%	12.3	4.0%	134.4%



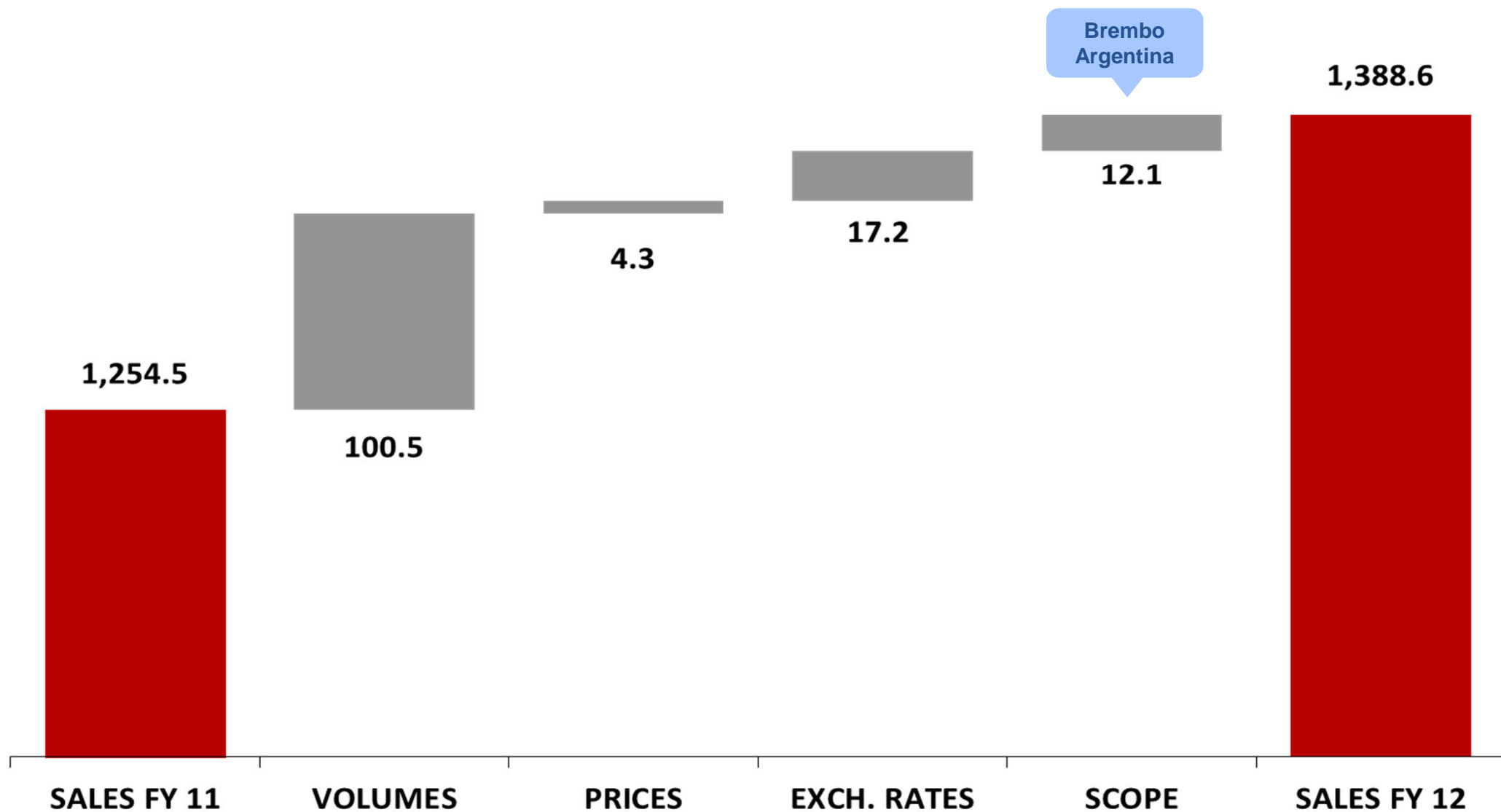
FY 2012 Results

Summary of Consolidated Income Statement

€ Million	FY 12	% sales	FY 11	% sales	% 12/11
Sales	1,388.6	100%	1,254.5	100%	10.7%
EBITDA	171.6	12.4%	148.8	11.9%	15.3%
D&A	(82.2)	5.9%	(75.4)	6.0%	8.9%
EBIT	89.4	6.4%	73.3	5.8%	21.9%
Financial charges	(6.7)	0.5%	(18.7)	1.5%	-64.2%
Taxes	(5.1)	0.4%	(11.4)	0.9%	-55.4%
<i>Tax rate</i>	<i>-6.1%</i>		<i>-20.8%</i>		
Net Result	77.8	5.6%	42.9	3.4%	81.1%

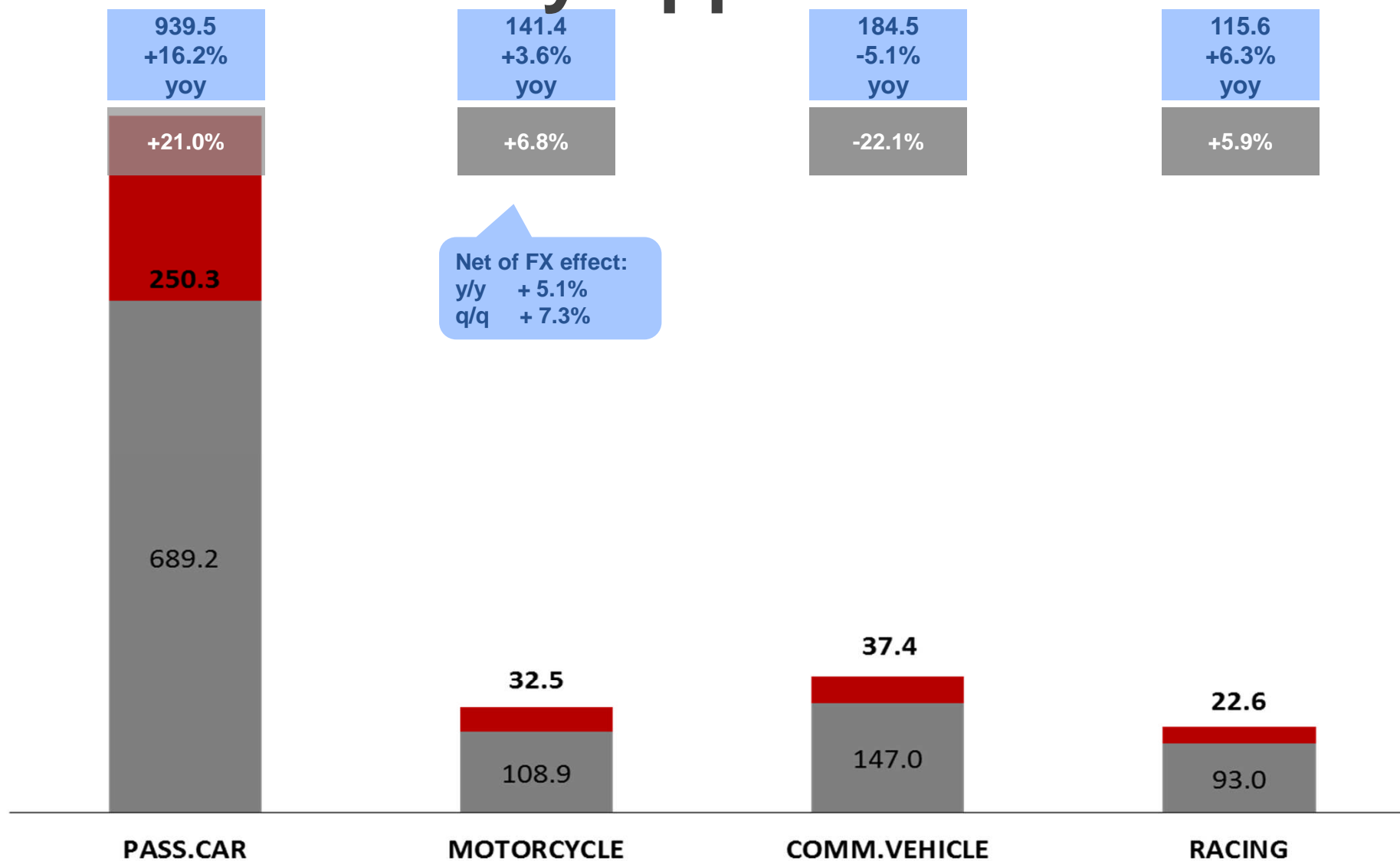


FY 2012 Results



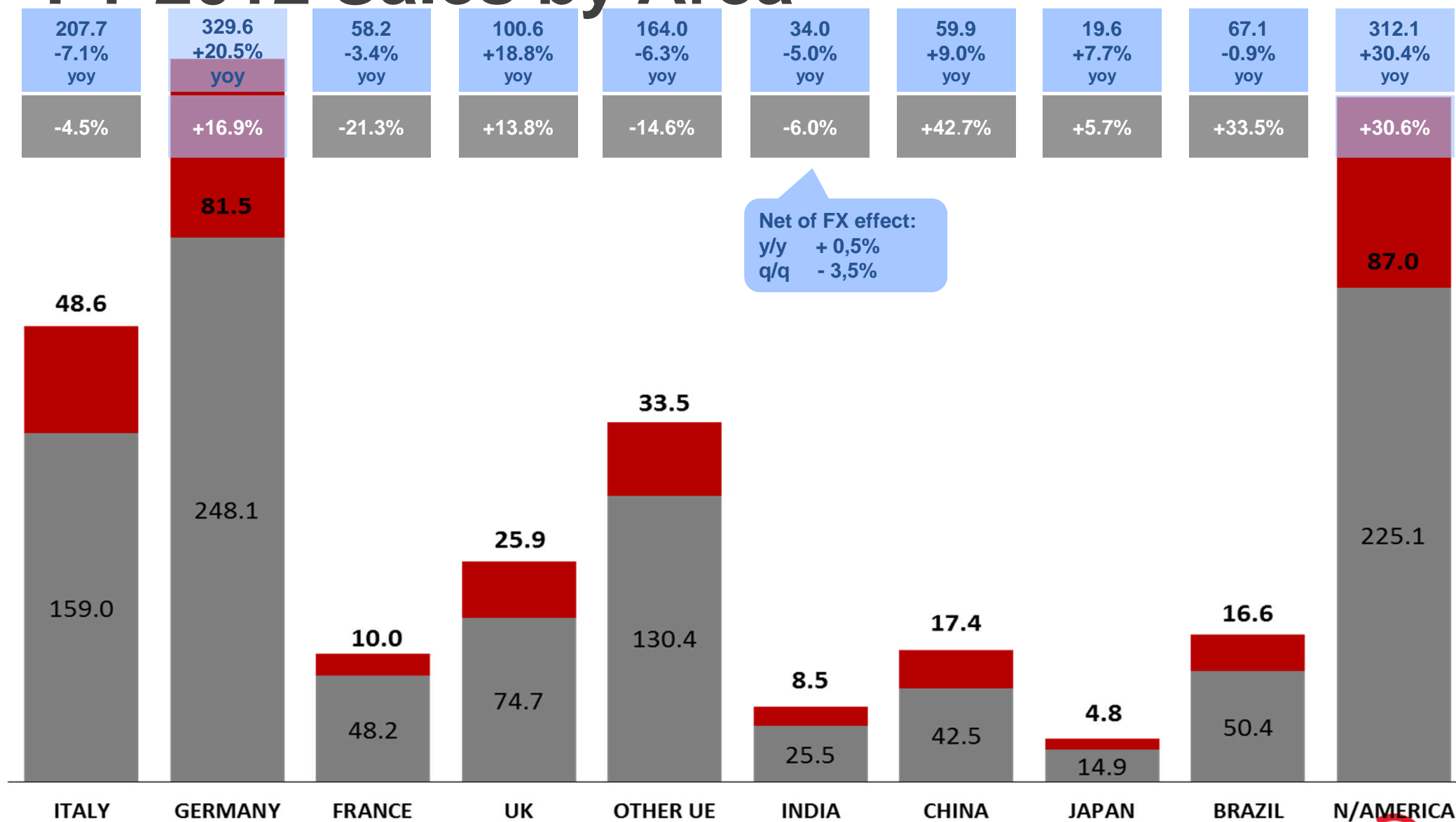
FY 2012 Sales by Application

■ Q4 12 ■ 9M 12



FY 2012 Sales by Area

(€ Mio) ■ Q4 12 ■ 9M 12



FY 2012 Results

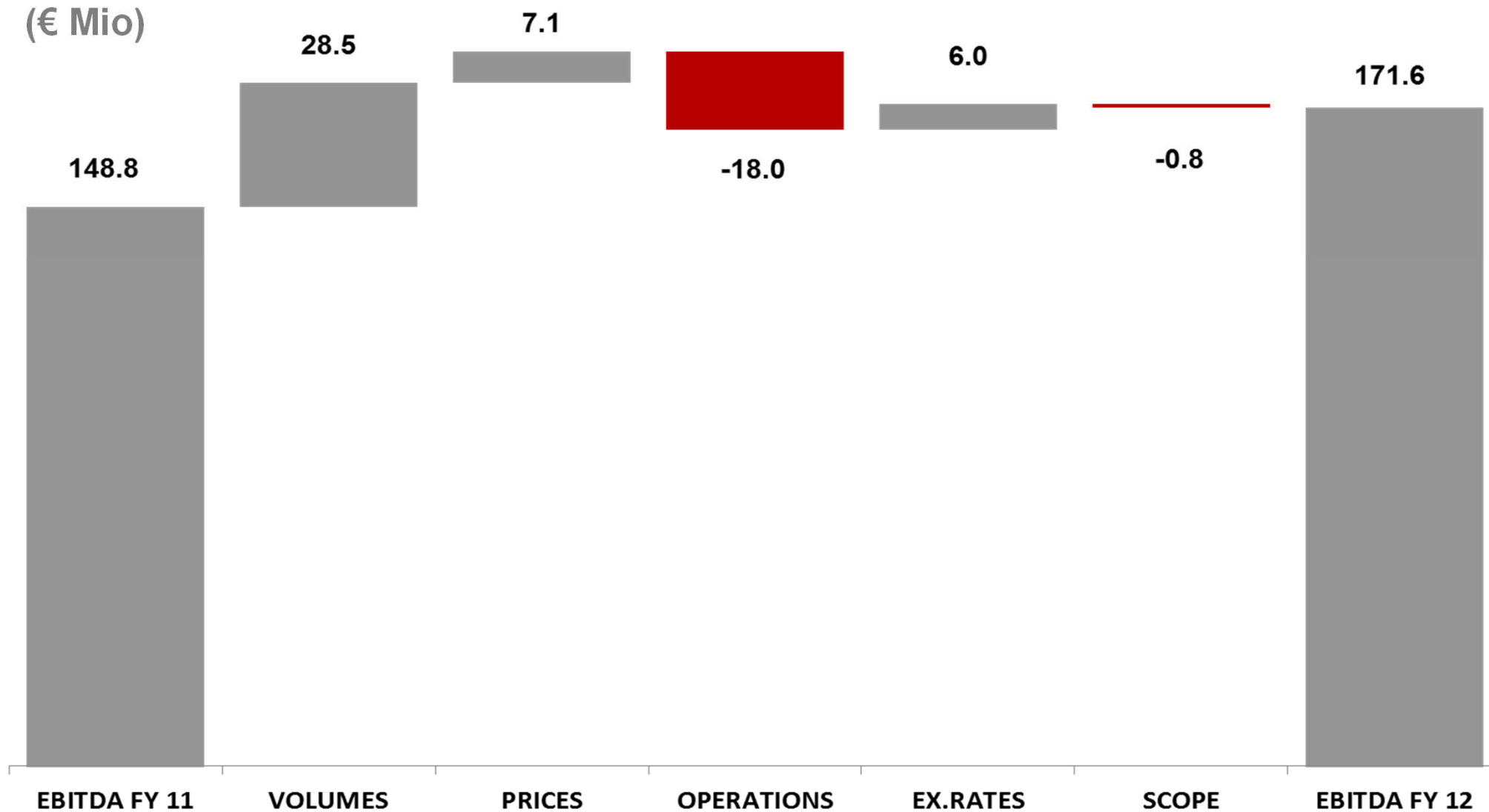
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FY 2012 EBITDA

(€ Mio)



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Financial Charges

€ Million	FY 12	FY 11	Δ 12/11
(A) Net financial charges	(11.6)	(10.9)	(0.7)
Net exchange rate differences	5.1	(6.3)	11.4
Financial charges from investments	(0.2)	(1.5)	1.3
Total financial charges	(6.7)	(18.7)	12.0
(B) Other financial charges/revenues	(0.5)	(1.7)	1.2
(A-B) Net financial charges	(11.1)	(9.2)	(1.9)
<i>Average net debt</i>	<i>367.4</i>	<i>299.7</i>	<i>67.7</i>
<i>Cost of debt</i>	<i>3.0%</i>	<i>3.1%</i>	
Revenues	1,388.6	1,254.5	134.1
<i>Financial charges / Revenues</i>	<i>-0.5%</i>	<i>-1.4%</i>	



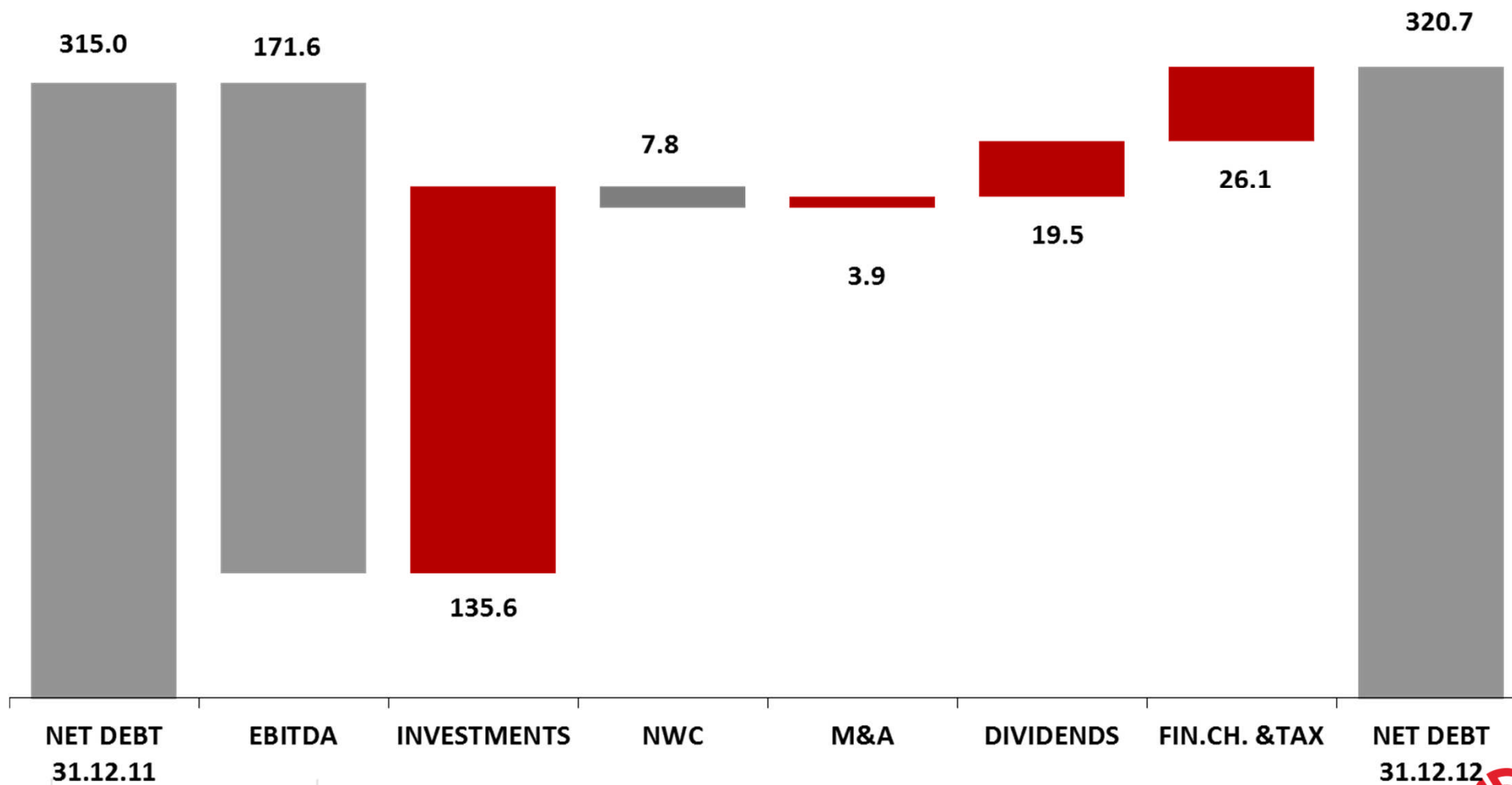
Tax Rate

€ Million	FY 12	FY 11
Current taxes	15.6	18.7
Deferred taxes	(10.5)	(7.3)
Total taxes	5.1	11.4
<i>Pre-tax profit</i>	<i>82.8</i>	<i>54.7</i>
<i>Tax rate</i>	<i>-6.1%</i>	<i>-20.8%</i>



Net Financial Position

(€ Mio)



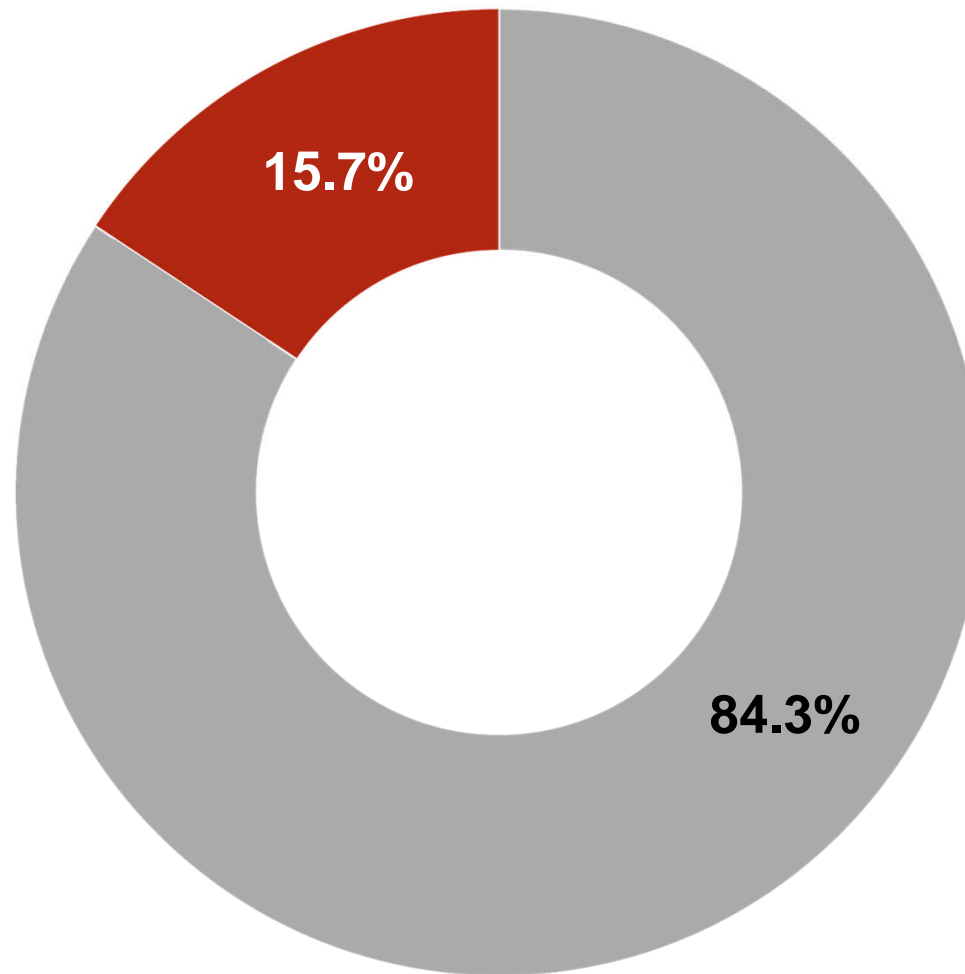
Net Debt Structure

€ Million	31.12.2012	31.12.2011	Δ 12/11
Current financial assets	125.5	105.5	19.9
Current financial liabilities	175.7	165.9	9.8
Short-term debt	50.2	60.4	-10.1
Non-current financial assets	0.0	0.0	0.0
Non-current financial liabilities	270.5	254.6	15.8
Long-term debt	270.5	254.6	15.8
Net debt	320.7	315.0	5.7



Net Debt Structure

■ LONG TERM ■ SHORT TERM



Group Balance Sheet

€ Million	31.12.2012	31.12.2011	31.12.2010
Investments	140.6	165.3	77.2
Net invested capital	739.4	668.5	592.4
Net debt	320.7	315.0	246.3
medium/long-term	270.5	254.6	225.5
short-term	50.2	60.4	20.9
Shareholders' Equity	399.1	333.9	325.9



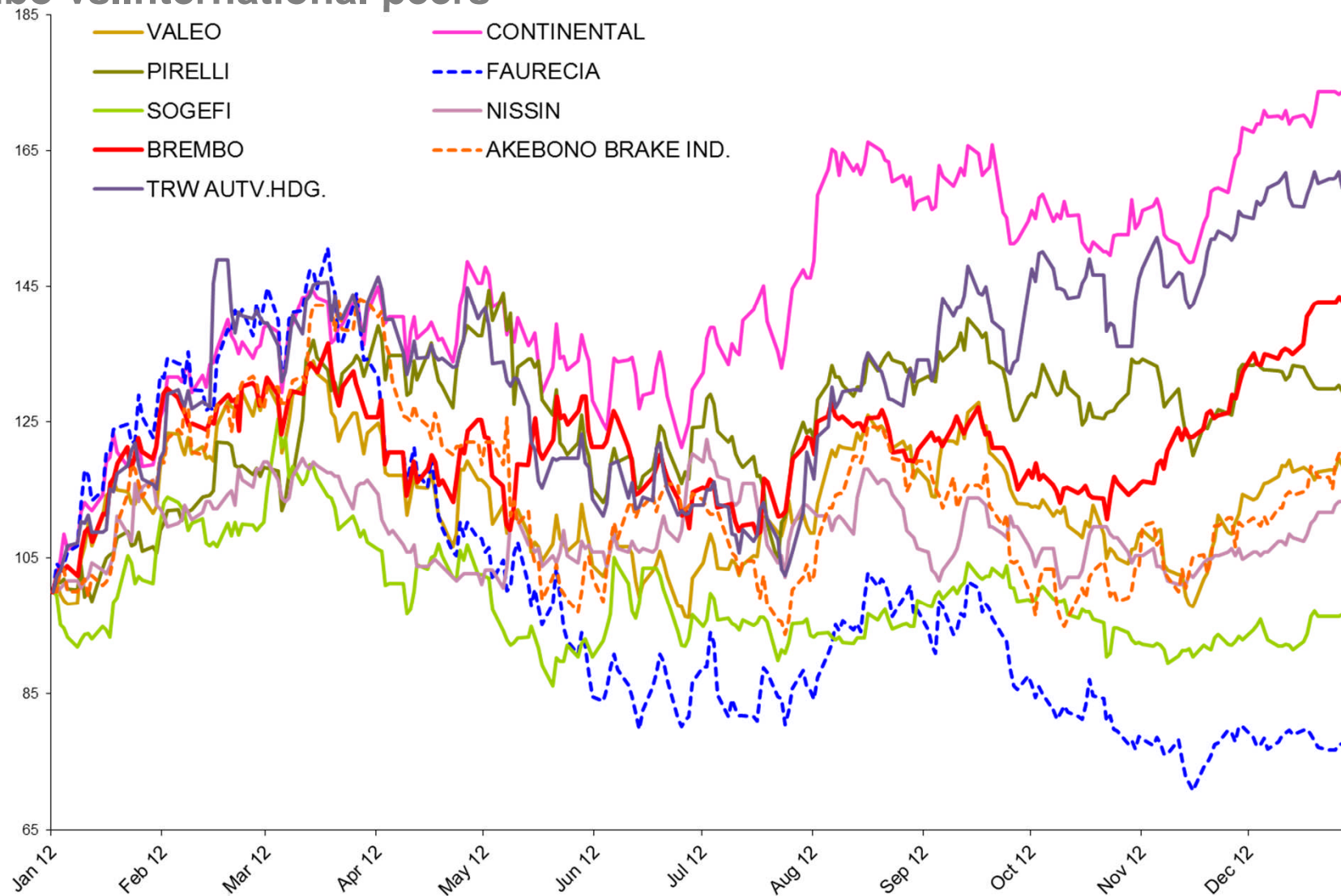
Main Ratios

€ Million	31.12.2012	31.12.2011	31.12.2010
ROI	12.1%	11.0%	9.5%
ROE	19.5%	13.0%	9.8%
Gearing	80.3%	94.3%	75.6%
Net debt/EBITDA	1.9	2.1	1.9
EBITDA/Fin. charges	26.6	8.7	14.6
EBIT/Fin. charges	13.9	4.3	6.3
Fin. charges/Net revenues	0.5%	1.4%	0.8%



Performance

Brembo vs. International peers



Performance

Brembo vs. International peers

	% change FY 2012	% change 1.1.2013
CONTINENTAL	73.7	2.8
TRW	64.4	9.5
BREMBO	42.7	9.6
PIRELLI	29.5	2.8
AKEBONO	21.1	1.7
VALEO	18.1	15.0
NISSIN	13.3	18.8
SOGEFI	-3.4	14.2
FAURECIA	-22.2	16.9



Performance

Brembo vs. International peers



THANK YOU FOR YOUR ATTENTION

The Manager in charge of the Company's financial reports, Matteo Tiraboschi, declares, pursuant to paragraph 2 of Article 154-bis of Italy's Consolidated Law on Finance, that the accounting information contained in this document corresponds to the documented results, books and accounting records.

